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facts and figures

By **PAUL REDDY**
Statistical Editor

1981 TRUCK FACTORY SALES BY GVW

GVW Groupings		Chevrolet	GMC	Chrysler	Ford	Freightliner	International	Jeep Corp.	Kenworth	Mack	Marmon Motor	Mercedes-Benz	Peterbilt	Volkswagen of America	White†	Others	Total Trucks
Under 6,000 lbs.	Sept.-81	12,717	2,930	158	13,547	—	—	4,859	—	—	—	—	—	1,104	—	—	35,315
	9 Mos.-81	197,293	40,687	2,467	112,935	—	—	29,682	—	—	—	—	—	30,673	—	—	413,737
6,001-10,000 lbs.	Sept.-81	12,918	3,090	4,206	40,522	—	31	3,228	—	—	—	—	—	—	—	—	63,995
	9 Mos.-81	149,143	36,954	51,606	295,008	—	930	17,740	—	—	—	—	—	—	—	2	551,383
10,001-14,000 lbs.	Sept.-81	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
	9 Mos.-81	—	—	247	—	—	—	—	—	—	—	—	—	—	—	—	247
14,001-16,000 lbs.	Sept.-81	—	—	—	—	—	—	—	—	—	—	—	—	—	—	1	1
	8 Mos.-81	—	—	—	—	—	—	—	—	—	—	—	—	—	—	12	12
16,001-19,500 lbs.	Sept.-81	19	166	—	—	—	—	—	—	—	—	—	—	—	—	3	188
	9 Mos.-81	542	1,021	—	—	—	—	—	—	—	—	—	—	—	—	12	1,575
19,501-26,000 lbs.	Sept.-81	645	741	—	904	—	583	—	—	—	—	217	—	—	—	—	3,190
	9 Mos.-81	12,464	13,003	—	7,517	—	7,012	—	—	—	—	1,141	—	—	—	—	41,137
26,001-33,000 lbs.	Sept.-81	—	42	—	2,772	—	841	—	—	—	—	52	—	—	—	—	3,707
	9 Mos.-81	—	568	—	19,597	—	12,052	—	—	—	—	366	—	—	—	—	32,583
33,001 lbs. and over	Sept.-81	39	925	—	1,062	761	1,792	—	711	1,315	26	—	668	—	152	116	7,567
	9 Mos.-81	1,132	9,301	—	7,174	6,930	17,883	—	7,997	12,357	175	—	5,338	—	3,112	1,353	72,752
Total	Sept.-81	26,338	7,894	4,364	58,807	761	3,347	8,087	711	1,315	26	269	668	1,104	152	120	113,963
	9 Mos.-81	360,574	101,534	54,320	442,231	6,930	37,877	47,422	7,997	12,357	175	1,507	5,338	30,673	3,112	1,379	1,113,426
	9 Mos.-80	316,662	94,122	92,640	364,576	7,290	34,556	32,012	7,178	14,961	b	263	4,946	20,948	5,027	2,189a	997,370
Trucks with Diesel Engines*	9 Mos.-81	10,695	19,328	—	18,634	6,930	31,542	—	7,997	12,357	175	1,507	5,338	23,961	3,112	1,353	142,929
	9 Mos.-80	28,264	28,148	—	23,495	7,290	26,112	—	7,178	14,961	—	263	4,946	11,907	5,027	1,375	158,966

Source: Motor Vehicle Manufacturers Assoc.
*Included in totals, but excludes school bus chassis and other buses. †Includes Autocar and Western Star. a— Includes 765 AM General. b—Did not report in 1980.
"Others" includes Crane Carrier, Divco, Duplex, Hendrickson, Oshkosh and Walter.

TRUCKS WITH DIESEL ENGINES

(Factory Sales from U.S. Plants by Make and GVW)

Make of Truck		6,000 lbs and less	6001-10,000 lbs	10,501-26,000 lbs	26,001-33,000 lbs	33,001 lbs and over	Total
Chevrolet	Sept.-81	1,320	2,040	245	—	28	3,633
	9 Mos.-81	4,481	2,040	3,554	—	620	10,695
Ford	Sept.-81	—	—	153	1,486	1,043	2,682
	9 Mos.-81	—	—	1,100	10,605	6,929	18,534
Freightliner	Sept.-81	—	—	—	—	761	761
	9 Mos.-81	—	—	—	—	6,930	6,930
GMC	Sept.-81	432	651	413	41	918	2,455
	9 Mos.-81	2,893	651	6,189	560	9,035	19,328
International	Sept.-81	—	13	314	707	1,792	2,826
	9 mos.-81	—	316	3,163	10,191	17,872	31,542
Kenworth	Sept.-81	—	—	—	—	711	711
	9 Mos.-81	—	—	—	—	7,997	7,997
Mack	Sept.-81	—	—	—	—	1,315	1,315
	9 Mos.-81	—	—	—	—	12,357	12,357
Marmon Motor	Sept.-81	—	—	—	—	26	26
	9 Mos.-81	—	—	—	—	175	175
Mercedes-Benz	Sept.-81	—	—	217	52	—	269
	9 Mos.-81	—	—	1,141	366	—	1,507
Peterbilt	Sept.-81	—	—	—	—	668	668
	9 Mos.-81	—	—	—	—	5,338	5,338
Volkswagen	Sept.-81	917	—	—	—	—	917
	9 Mos.-81	23,961	—	—	—	—	23,961
White	Sept.-81	—	—	—	—	152	152
	9 Mos.-81	—	—	—	—	3,112	3,112
Others	Sept.-81	—	—	—	—	116	116
	9 Mos.-81	—	—	—	—	1,353	1,353
Total	Sept.-81	2,669	2,704	1,342	2,286	7,530	16,531
	9 Mos.-81	31,335	3,007	15,147	21,722	71,718	142,929
	Sept.-80	2,882	876	1,531	2,707	7,094	15,090
	9 Mos.-80	49,106	3,575	8,113	23,046	75,126	158,966

Source: Motor Vehicle Manufacturers Assoc.
Reporting firms do not represent entire industry.

TRUCK RETAIL SALES AND STOCKS—U.S.

New Trucks by Gross Vehicle Weight Groups	Sales Oct. 1981	Sales Calendar Year 1981	Stock End of Month
Light Duty			
0-6,000 lbs.	67,758	774,800	264,902
6,001-10,000 lbs.	67,409	736,482	198,336
10,001-14,000 lbs.	42	398	136
Medium Duty			
14,001-16,000 lbs.	1	12	—
16,001-19,500 lbs.	85	1,797	227
19,501-26,000 lbs.	5,290	63,920	19,094
Heavy Duty			
26,001-33,000 lbs.	4,178	44,755	14,809
33,001 lbs. and over	8,711	86,220	24,859
Totals—1981	153,474	1,708,384	522,363
Totals—1980	181,205	1,916,533	529,333

Source: Motor Vehicle Mfrs. Assoc.

1981 TRUCK TRAILER SHIPMENTS

Type of Trailer	Sept. 1981	9 Months—1981 Units	9 Months—1981 Value*
Vans	6,852	51,853	662,118
Tanks	604	5,512	162,178
Bulk commodity and dry material	144	1,514	40,961
Pole and logging	56	792	8,314
Platform	1,702	15,721	135,920
Low-bed heavy haulers (over 10 tons)	693	6,178	77,295
Dump trailers and dump chassis	360	4,834	71,374
Auto transports	121	1,185	14,991
All other tractors and chassis			
Total—Complete tractors and chassis	10,532	87,599	1,[illegible]2,151
Detachable trailers†	387	5,957	96,344
Detachable trailers chassis†	767	10,940	53,332
Dollies or converter gear	577	7,969	21,231

Source: Industry Division, Bureau of the Census.
†Sold separately.
*Add 000.

DIESEL ENGINES USED IN TRUCKS

(Factory Sales from U.S. Plants including exports to Canada and other exports)

Make of Truck		Cat.	Cummins	Detroit Diesel	International	Mack	All Others*	Total
Chevrolet	Sept.-81	55	—	239	—	—	3,435	3,729
	9 Mos.-81	1,360	96	3,141	—	—	7,107	11,704
Ford	Sept.-81	1,009	696	1,455	—	—	—	3,160
	9 Mos.-81	8,594	4,744	9,209	—	—	—	22,547
Freightliner	Sept.-81	117	608	36	—	—	—	761
	9 Mos.-81	1,072	4,899	1,026	—	—	—	6,997
GMC	Sept.-81	325	246	918	—	—	1,160	2,649
	9 Mos.-81	3,665	3,930	10,256	—	—	3,650	21,501
International	Sept.-81	203	1,579	343	1,148	—	14	3,287
	9 Mos.-81	2,111	17,362	3,893	14,526	—	374	38,266
Jeep Corp.	Sept.-81	—	—	—	—	—	19	19
	9 Mos.-81	—	—	—	—	—	*3,215	*3,215
Kenworth	Sept.-81	207	495	98	—	—	—	800
	9 Mos.-81	1,835	5,659	1,312	—	—	—	8,806
Mack	Sept.-81	20	37	10	—	1,574	29	1,670
	9 Mos.-81	350	621	244	—	14,003	156	15,374
Marmon Motor	Sept.-81	2	25	—	—	—	—	27
	9 Mos.-81	26	162	12	—	—	—	200
Mercedes-Benz	Sept.-81	—	—	—	—	—	269	269
	9 Mos.-81	—	—	—	—	—	†1,507	†1,507
Peterbilt	Sept.-81	202	433	57	—	—	—	692
	9 Mos.-81	1,905	3,325	564	—	—	—	5,794
Volkswagen	Sept.-81	—	—	—	—	—	922	922
	9 Mos.-81	—	—	—	—	—	24,669	24,669
White	Sept.-81	28	134	40	—	—	—	202
	9 Mos.-81	442	2,252	845	—	—	—	3,539
Others*	Sept.-81	24	41	61	—	—	—	126
	9 Mos.-81	378	431	618	—	—	—	1,427
Totals	Sept.-81	2,192	4,294	3,257	1,148	1,574	5,848	18,313
	9 Mos.-81	21,738	43,481	31,120	14,526	14,003	40,678	165,546
	Sept.-80	2,736	3,989	3,010	1,945	1,562	4,099	16,841
	9 Mos.-80	24,774	41,415	31,401	9,429	16,207	56,992	179,718

Source: Motor Vehicle Manufacturers Assoc. Reporting firms do not represent entire industry.
"All Others" includes Isuzu, Mercedes, Nissan, Olds, Perkins, Scandia Vabis.
*Isuzu. †Mercedes-Benz.

Taxes

As a major proponent of supply side economics, passage of President Reagan's tax bill is designed to play a key role in restoring the nation's economic health. The President is now jaw-boning the Federal Reserve Board in an attempt to get interest rates lowered. At press time, the strategy appeared to be working. For the trucking industry, the big plum in the tax bill is the ability to write off operating authority now considered worthless in a deregulated environment.

State Taxes Go Up While Federal Taxes Come Down

While the Reagan administration has taken steps to relieve the tax burden on small and big businesses alike, economic hard times for the trucking industry will still prevail, further complicated by the imposition of steep state motor fuel taxes. This listing of state assessments is supplied by the Highway Users Federation. When the diesel fuel tax differs from other fuel charges, it is shown in parentheses. So far this year, 17 states have raised their fuel taxes and 23 others are considering similar action.

Alabama—11 (12)
Alaska—8
Arizona—8
Arkansas—9.5 (10.5)
California—7
Colorado—9
Connecticut—11
Delaware—11
Florida—8
Georgia—7.5
Hawaii—8.5
Idaho—11.5
Illinois—7.5
Indiana—10.5
Iowa—10 (11.5)
Kansas—8 (10)
Kentucky—10.4
Louisiana—8
Maine—9
Maryland—9
Massachusetts—11.4
Michigan—11
Minnesota—13
Mississippi—9 (10)
Missouri—7
Montana—9 (11)
Nebraska—13.9
Nevada—10.5
New Hampshire—14
New Jersey—8
New Mexico—9
New York—8 (10)
North Carolina—12.25
North Dakota—8
Ohio—10.3
Oklahoma—6.5
Oregon—7
Pennsylvania—11
Rhode Island—12
South Carolina—11
South Dakota—13
Tennessee—10 (13)
Texas—5 (6.5)
Utah—11
Vermont—11
Virginia—11
Washington—13.5
West Virginia—10.5
Wisconsin—13
Wyoming—8

Among the more general tax provisions, capital cost recovery changes will provide an immediate bonus for most businesses, including trucking.

the extra half percent credit on the equipment you bought. But there was no correlation between the number of people in the plan and the benefits you received. Now, the credit you get is based on covered payroll . . . We think this will probably stimulate more TRASOP plans."

Fugee also predicts some advantages from provisions of the Act raising the amount of used property eligible for the investment credit from $100,000 to $125,000 for 1981 through 1984 and to $150,000 in 1985 and subsequent years.

Fugee said it is difficult to draw up a typical set of circumstances to explain how the tax reductions might work for the average trucking company. However, DeLeon has computed a sample that provides some idea of what a carrier purchasing a new tractor might save.

On the average $40,000 tractor purchased in 1981, taxed at a rate of 46% and depreciated over three years, a carrier could expect to save approximately $1578 per tractor. If the vehicle was acquired in 1986, the savings would climb to $1877.

"The tax bill does not provide benefits that are geared directly to trucking," DeLeon said, summing up the legislation. "It is something that everyone is going to have to evaluate and take advantage of as they deem appropriate."

"To the extent that it helps the economy, it'll be a big shot in the arm to the trucking industry," Fugee said. "It's an old cliche, but we're the last line in the distribution cycle, and, if it's not being manufactured, we're not hauling it." □ □ □